

WHOLESALE : 431520 MOHAWK CANDY & TOB. CO., INC. <DIRECT>
TEMPLATE : 800335 80400 CAM APR B2G1/.10
TEMPLATE SEQ : 0039
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162303	162322	130750	VALLEY MINI MART	ROUTE 5 S	AMSTERDAM	NY	12010	1				(518)843-4808
162303	162322	177172	MOHAWK DAIRY STORE	260 FOREST AVE	AMSTERDAM	NY	12010	1				(518)842-4940
162303		471890	MENDETTAS MINI MART	109 FULTON STREET	GLOVERSVILLE	NY	12078	1				(518)725-7475
162303		767846	PIC N TOTEM	165 W MAIN ST	AMSTERDAM	NY	12010	1				(518)842-7847
162303	162322	368182	WEST END MOBILE MAR	369 W MAIN ST	AMSTERDAM	NY	12010	1				(518)843-6474
162303	162322	586053	BILLS BEVERAGE	261 E MAIN ST	AMSTERDAM	NY	12010	1				(518)842-7050
162303	162322	786119	MAIN ST MINI MART	313 E MAIN ST	AMSTERDAM	NY	12010	1				

PAGE BREAK TOTAL ACCOUNTS 7 TOTAL QUANTITY 7

TEMPLATE TOTAL ACCOUNTS 7 TOTAL QUANTITY 7

Too few

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R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTIONPROMOTION : 800335 CAM APRIL-BUY 2 GET 1 @ PRICE PROMOTION SUMMARY REPORT
DRIVE PERIOD: 80400PAGE: 1
DATE: 98-01-26
TIME: 10:10 AM

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION					
VAP				1,379	124,110
CHAIN	1,762	3,030	63,630		
INDEPENDENTS	1,559	2,173	45,633		
VAP TOTAL	3,321	5,203	109,263		
NON-VAP					
CHAIN	94	122	2,562		
INDEPENDENTS	151	191	4,011		
NON-VAP TOTAL	245	313	6,573		
TOTAL CHAINS	1,856	3,152	66,192		
TOTAL INDEPENDENTS	1,710	2,364	49,644		
TOTAL ACCOUNTS	3,566	5,516	115,836	TOT COMMITTED:	115,836
				TOT REMAINING:	8,274

Updated

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Camel # 800335

B261@108

UPDATE AS INDICATED FOR EACH PROMOTION				
ROU/MGR	CHAIN NAME	CID	VAP SUPPLIER	#/SKUS
DK	BRYNE DAIRY (3 stores)	1160-00-00	BRYNE DAIRY	CHECK W/ D.KEENEY ?
CAA	SADO GAS	1260-00-00	DERIGO	3 ✓
RT	JOLLEY	2681-00-00	DOWLINGS	1 ✓ (Per Template)
DK	KINNEY DRUGS	1874-00-00	KINNEY	CHECK W/ D.KEENEY
1210	PAKAM	SUB-SUB JOBBER	KLEIN CANDY	CHECK W/1210
AZ	J-MART	2803-00-00	McLANE NE	1 ✓
RMD	SUGAR CREEK	1227-00-00	McLANE NE	1 ✓
1310/JR	A-PLUS/SUNOCO	0362-02-XX	McLANE NE	At least 1 ✓
1310/JR	A-PLUS/SUNOCO	0362-04-XX	McLANE NE	1
1310	HESS	0353-02-03	McLANE NE	" 1 ✓
1310	HESS	0353-03-03	McLANE NE	2 ✓
1310/JR	A-PLUS/SUNOCO	0362-03-XX	McLANE NE	1 (ONLY FOR ACCTS W/ CONTRACTS) ✓
2640/ JR	7-11 SOUTHLAND	0001-XX-XX	McLANE NE	NO (REMOVE McLANE VAP Allocati)
1310	COASTAL MART	1906-XX-XX	McLANE NE	2 ✓
JMc	WAM	PER WK PLAN	MOUNTAIN CANDY	CHECK W/JMc
RMD	WILSON FARMS	4027-05-00	TOPS	CHECK W/RMD - No - '0' ✓
RMD	SUGARCREEK	1227-00-00	McLANE NE	CHECK W/RMD X
RMD	KWIK-FILL	0565-00-00	TRIPIFOODS	CHECK W/RMD 1 Per Store ✓
DK	STEWARTS	0548-00-00	STEWARTS	(2) CHECK W/ D.KEENEY Sept 9 0?
1710/MM	PHAR-MOR	2955-00-00	TRIPIFOODS	CHECK W/M McGOVERN
FN	DAIRY MART DEFENSE	DEF' ACCT GRP		CHECK W/ FRAY

**McLANE NE E-Mail Distribution List: 1110 / 1210 / 1310 / 1645 / 1710 / 1744 (McGovern, J. Piscitelli, J. Rago)

*** IF VAP W/'0' ARE ADDED TO PROMOTION - ALL 'CIG' VAPS MUST BE REMOVED

INDEPENDENTS TO BE ADDED TO ALL PROMOTIONS:

S/REP	SIS#	NAME	VAP SUPPLIER	#/SKUS
162301	760781	BLOUINS BEV	CAPITAL CANDY	1
162603	397332	CY'S PHARMACY	EP KIRST	2

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1622 - Non VAP Removed
 1623 - " " "
 1626 - " " "
 1638 - " " "

All VAP not on Added - 1622
 " " - 1623
 " " - 1626
 " " - 1638

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R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTION

PAGE: 1

PROMOTION : 800335 CAM APRIL-BUY 2 GET 1 @ PRICE PROMOTION SUMMARY REPORT
DRIVE PERIOD: 80400

DATE: 98-01-28

TIME: 04:12 PM

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION				1,379	124,110
VAP					
CHAIN	2,016	2,923	61,383		
INDEPENDENTS	2,342	2,815	59,115		
VAP TOTAL	4,358	5,738	120,498		
NON-VAP					
CHAIN	96	122	2,562		
INDEPENDENTS	148				
NON-VAP TOTAL	244	122	2,562		
TOTAL CHAINS	2,112	3,045	63,945		
TOTAL INDEPENDENTS	2,490	2,815	59,115		
				TOT COMMITTED:	123,060
TOTAL ACCOUNTS	4,602	5,860	123,060	TOT REMAINING:	1,050

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